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28179-7IN THE UNITED STATES PATENT AND TRADEMARK  
OFFICE

Applicant(s) : Yoel Wazana, Joda Paulus  
Serial No. : 10/659,881  
Filed : September 11, 2003  
Title : Apparatus and Method For Disassembling  
Containers Having Thermoplastic Joining  
Surfaces  
Group/Division : 1725  
Examiner : Elve, Maria Alexandra  
Our Reference : 28179-7 (Formerly 21101-0006 and 7413-  
1006)

DECLARATION OF JOY JAMES, MBA

I, Joy James, MBA, declare and state as follows:

1. I am presently a business consultant with extensive experience in the imaging supplies industry space and provide consultation services to companies in that as well as other industries. Specifically, the types of consulting services that I provide in this space are for strategy, finance, marketing and management. I co-founded and built what was to my understanding the largest inkjet remanufacturing company in North America. I have been recognized as the leading industry authority on the North American printer cartridge aftermarket. Attached, as Exhibit 1 is a true and accurate copy of my current resume.
2. From 1998 to 2004, as co-founder and Vice President of InkCycle, a division of LaserCycle, Inc., ("InkCycle"), I oversaw 250+ employees, including a team of engineers. In that role I was part of a team that built InkCycle and it was InkCycle as a whole that was

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a pioneer in and spearheaded new technologies in the remanufactured inkjet field and that resulted in United States patents. I believe InkCycle is the largest inkjet remanufacturing company in North America. I am no longer affiliated with InkCycle, and because it is privately held it is impossible to say for certain that InkCycle is presently the largest inkjet remanufacturing company, but I believe it was during my tenure at InkCycle from 1998 to 2004.

3. As detailed in Exhibit 1, I scaled manufacturing operations at InkCycle to become what I believe to be the largest volume producer of remanufactured inkjets in North America, at least during the period 1998 to 2004. I have been awarded Recharger Magazine "Readers Choice" awards for individual leadership (2003), for best business article (2002, 2003, 2004, and 2005) and was nominated for best article and industry leader in 2007.

4. I have read a copy of United States Patent Application 10/659,881, entitled Apparatus and Method For Disassembling Containers Having Thermoplastic Joining Surfaces ("the '881 application"), naming Yoel Wazana and Joda Paulus as inventors. I understand that it describes a method of disassembling a laser printer toner cartridge through use of laser that cuts through the cartridge walls at the joining surfaces of the original cartridge. I also understand that the laser cutting does not impinge on the electrical components embedded in the cartridge body and leaves the separated cartridge sections in a condition such that they can be joined together by re-welding and will meet Original Equipment Manufacturer (OEM) specifications.

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5. I have been engaged by Wazana Brothers International, Inc., d/b/a Micro Solutions Enterprises ("MSE") on relatively minor projects that did not relate to remanufacturing of laser toner cartridges through use of a laser. I have also engaged with Mr. Sagie Shanun, the Head of the Technology Department at MSE to provide me with assistance in regard to a relatively minor quality control project that did not involve remanufacturing of toner cartridges through use of a laser. Through these engagements I include the Wazana brothers, Avi and Yoel, and Sagie Shanun as personal friends. I note that Yoel Wazana is one of the inventors named in the '881 application.

6. I have been requested to provide information and opinions in regard to my experience and background in the imaging supplies industry, as it may be related to the laser cutting method and the resulting cut toner cartridge sections of the '881 application.

7. During my time at InkCycle, to my understanding we did not use a laser to split an inkjet cartridge.

8. Referring to my Exhibit 1 resume, from 1994-1995 I was the business manager in a newly-created executive management position at Hitachi/Dataproducts. During that period, to my understanding we did not use any laser to cut a toner cartridge in any remanufacturing process.

9. To the best of my knowledge MSE is the first company – and as far as I know, the only company that splits or cuts a laser toner cartridge using a pre-programmed laser beam. I personally observed the MSE laser cutting process at a World Expo Trade Show. I was amazed and impressed with the speed and accuracy that the laser cutting process cut a toner cartridge into sections. This was, and

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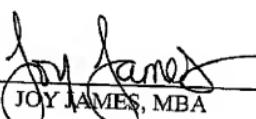
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remains to date the most sophisticated approach I've witnessed for cutting a toner cartridge. I believe that I have seen at one time or another since 1994 to present the cartridge disassembly processes used in most large scale cartridge remanufacturing facilities in North America, including MSE's facility and that to my understanding the only facility that uses a laser to cut a cartridge is the MSE facility. To my understanding, all of the other facilities I visited used some sort of a saw or cutting blade to cut the cartridges that are then used in a remanufacturing process.

10. I have been warned that willful false statements and the like are punishable by fine or imprisonment, or both (18 U.S.C. 1001) and may jeopardize the validity of the application or any patent issuing thereon. I declare that all statements made of my own knowledge are true and that all statements made on information and belief are believed to be true.

Date: July 18, 2007



JOY JAMES, MBA

# **Joy James, MBA**

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## **PROFILE**

A successful and talented principal business consultant with extensive experience in the imaging supplies industry and a track record of growing organizations. Proven leadership skills within both corporate and entrepreneurial environments that have resulted in increased profitability, revenue growth, and market share penetration. Works well within a team environment and under pressure to meet deadlines.

## **MAJOR ACHIEVEMENTS**

- Co-founded and built the largest inkjet remanufacturing company in North America. Led executive team and 250+ employees, growing an organization from startup to \$100MM in revenue during a six year period
- Increased supplies revenue by more than 400% for a major OEM
- Recognized as the leading authority on the North American printer cartridge aftermarket
- Spearheaded fundraising, testified on House and Senate floor to assist in passing California environmental legislation (AB 1497, 1999)
- Instrumental in fundraising \$1MM for Wells Fargo Center for Business & Entrepreneurship
- 100% client retention and satisfaction

## **CAREER HISTORY**

### **Joy James Group Consulting, 2004-current**

- Expertly producing growth strategy deliverables for a broad range of clients including leading imaging industry manufacturers, distributors, and financial firms
- Insightful analysis on industry trends, leading companies, and business strategies to give clients a competitive advantage
- Delivering high-content presentations and articles to industry's top thought leaders
- Advising and assisting clients on merger and acquisition transactions

**LaserCycle Inc., 1998-2004**

**Co-founder and Vice President of InkCycle**

- Authored InkCycle business plan and co-founded the company
- Oversaw 250+ employees and led InkCycle's executive team
- Responsible for all strategy development and execution
- Managed key account relationships and channel development efforts
- Successfully led a team of engineers to pioneer remanufactured inkjet technology resulting in US patent(s).
- Scaled manufacturing operations to become the largest volume producer of remanufactured inkjets in North America
- Built Company into the category leader in terms of market share and profitability

**Environmental Reclamation Services, Inc., 1995-1997**

**Director of West Coast Operations**

- Joint venture opportunity created to grow sales and profits via new channel development for an east coast based empty cartridge brokerage company
- Responsible for opening and running a west coast office
- Grew sales by 40% achieving a 30%+ GPM during initial 12 months
- Managed a sales and operations team including assigning tasks, allocating timescales, supervising and motivating others to meet objectives

**Hitachi Koki Imaging Systems, Inc. (formerly Dataproducts), 1994-1995**

**Business Manager**

- Newly created executive management position reporting directly to the Sr. VP designed to grow Dataproducts supplies division
- Grew supplies sales by 400% during first year
- Supervised and managed a team of eight employees
- Chaired meetings and performed important presentations to clients
- Gained a broad experience as part of the ISO 9001 committee and handled audits
- Saved the company money and time by improving accuracy of cost cards and improving internal efficiencies

## EDUCATION AND OTHER QUALIFICATIONS

- M.B.A. (4.0 GPA), California State University Dominguez Hills, 2003
- B.S., Business Administration, California State University Northridge, 1994
- Advisory Board Member, Wells Fargo Center for Business & Entrepreneurship at California State University Northridge
- Member, Delta Mu Delta National Honor Society
- Authored and published nearly 100 business articles
- Recharger Magazine 'Readers Choice' awards for individual leadership (2003) and best business article 2002, 2003, 2004, and 2005, nominated for best article and industry leader in 2007
- Television credits on CNBC, NBC networks
- Testified on behalf of the imaging industry to the California House and Senate floors, assisted in passing recycling legislation in 1999 (AB1497)

## EXCELLENT REFERENCES AVAILABLE UPON REQUEST